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Message Text

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12
ORIGIN EB-07

INFO OCT-01 EUR-12 ISO-00 CAB-02 CIAE-00 COME-00 DODE-00

DOTE-00 INR-07 NSAE-00 CIEP-01 FAA-00 /030 R

DRAFTED BY EB/OA/AVP:JKGORDON:SL
APPROVED BY EB/OA/AVP:SCKEITER
EUR/SE:RRDELABARRE (INFO)
---------- 090488
R 092248Z JUL 76
FM SECSTATE WASHDC
TO AMEMBASSY NICOSIA

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PROPRIETARY BUSINESS INFORMATION, DOUGLAS AIRCRAFT CO.

E.O. 11652: N/A

TAGS: EAIR, BEXP, CY

SUBJECT: CIVAIR: CYPRUS AIRWAYS REEQUIPMENT

DOUGLAS SENT FOLLOWING MESSAGE TO CY GENERAL MANAGER
AND ASKED DEPT TO PASS FOR INFO TO KOSHELEFF.
QUOTE: RE YOUR RECENT PHONE CONVERSATION WITH SHERMAN
PRUITT AND OUR MEETINGS HELD IN YOUR OFFICE LATE MARCH.
AS YOU MAY RECALL, WE DISCUSSED THE VARIOUS ALTERNATIVES
IN FINANCING THE PURCHASE BY CYPRUSAIR OF DC-9 AIRCRAFT.
WE ARE WORKING WITH VARIOUS AGENCIES OF THE U.S.
GOVERNMENT IN OBTAINING A SATISFACTORY EXPORT-IMPORT
BANK OF THE UNITED STATES FINANCING PACKAGE FOR YOUR
FORTHCOMING PURCHASE OF TWO DC-9 AIRCRAFT. WE ARE ALSO
EXPLORING OTHER CONVENTIONAL FINANCING TERMS, INCLUDING
LEASING. IN OUR DISCUSSIONS LAST MARCH, I LEFT WITH
YOU AND THE PEOPLE IN THE ECONOMIC SECTION COPIES OF
OUR ABC EXAMPLE WHICH IS THE MARKET AND FINANCIAL
ANALYSIS WORK THAT WE PERFORM AND, AS YOU REMEMBER,
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WHICH IS NECESSARY BEFORE A FINANCIAL INSTITUTION WILL

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MAKE A COMMITMENT. WE REQUEST THAT YOU ADVISE US AS SOON AS POSSIBLE WHEN YOU WOULD LIKE FOR ME TO SEND THE APPROPRIATE PEOPLE FROM OUR MARKET RESEARCH AND FROM MY FINANCIAL DEPARTMENT TO CYPRUSAIR TO ACCOMPLISH THE DATA NECESSARY TO MAKE A PRESENTATION TO THE VARIOUS FINANCIAL INSTITUTIONS THAT WE HAVE BEEN DISCUSSING YOUR PURCHASE OF DC-9 AIRCRAFT WITH. I WILL BE AWAITING YOUR REPLY. BEST REGARDS, JH GENTLING, VICE PRESIDENT INTERNATIONAL SERVICES (18A-32) DOUGLAS AIRCRAFT CO. UNQUOTE. KISSINGER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: GOVERNMENT PROCUREMENT, COMMERCIAL AIRCRAFT, BANK LOANS
Control Number: n/a
Copy: SINGLE
Draft Date: 09 JUL 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: ullricre
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976STATE170961
Document Source: CORE
Document Unique ID: 00
Drafter: JKGORDON:SL
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760266-1211
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t19760772/aaaacled.tel
Line Count: 71
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN EB
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: ullricre
Review Comment: n/a
Review Content Flags:
Review Date: 20 APR 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <20 APR 2004 by ShawDG>; APPROVED <04 NOV 2004 by ullricre>
Review Markings:

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US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: CIVAIR: CYPRUS AIRWAYS REEQUIPMENT DOUGLAS SENT FOLLOWING MESSAGE TO CY GENERAL MANAGER
TAGS: EAIR, BEXP, CY, CYPRUS AIRWAYS
To: NICOSIA
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006

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